

**IN THE CLAIMS:**

Please amend the claims as follows:

1-14. (Cancelled):

15. (Currently Amended): A method for allowing a user having a weight within an anticipated range of user weights to select a ski having suitable characteristics to match the weight of the user, the method comprising the steps of:

defining a set of user weight ranges, said user weight ranges being defined so as to collectively map onto the anticipated range of user weights;

establishing a set of ~~encrypted user weight indicators~~ non-alphanumeric pictorial symbols, each of which corresponds to one of said user weight ranges;

providing a collection of skis which are sorted into groups, each of the skis in a particular group having performance characteristics suitable for users having ~~any~~ a weight which falls within a particular one of said user weight ranges;

providing a set of ski indicia matched in visual appearance with said ~~encrypted user weight indicators~~ non-alphanumeric pictorial symbols;

associating the ski indicia with each ski in the group of skis having performance characteristics suitable for users having a weight which falls within the one of said user weight ranges that corresponds to the one of said ~~encrypted user weight indicators~~ non-alphanumeric pictorial symbols which matches that particular one of the ski indicia;

assessing the weight of the user without publicly providing a common numeric indication of weight or mass;

assigning said assessed user weight into an appropriate one of said user weight ranges and identifying to the user the one of said ~~encrypted user weight~~

~~indicators~~ non-alphanumeric pictorial symbols which corresponds to the one of said user weight ranges into which said assessed user weight is assigned; and

selecting a pair of skis associated with ski indicia which match said identified one of said ~~encrypted-user-weight-indicators~~ non-alphanumeric pictorial symbols.

16. (Currently Amended): The method of claim 15 wherein said step of assessing the weight of the user further comprises the step of:

providing a known weight of the user; and

further wherein said step of assigning said assessed user weight and identifying the corresponding one of said ~~encrypted-user-weight-indicators~~ non-alphanumeric pictorial symbols further comprises the steps of:

providing a reference chart marked with the limits of each of said weight ranges and with said corresponding ~~encrypted-user-weight-indicators~~ non-alphanumeric pictorial symbols for each of said user weight ranges;

comparing the known weight of the user to said marked limits to determine within which of said user weight ranges the known weight of the user falls; and

using said reference chart to identify the one of said ~~encrypted-user-weight-indicators~~ non-alphanumeric pictorial symbols which corresponds to said determined weight range.

17. (Currently Amended): The method of claim 15 wherein said step of assessing the weight of the user comprises the step of:

weighing the user on a weighing station; and

further wherein said step of assigning said assessed user weight and identifying the corresponding one of said ~~encrypted user weight indicators~~ non-alphanumeric pictorial symbols further comprises the step of:

displaying on the weighing station the one of said ~~encrypted user weight indicators~~ non-alphanumeric pictorial symbols that corresponds to the one of said user weight ranges which includes the weight of the user.

18. (Currently Amended): The method of claim 15 wherein the step of establishing a set of encrypted user weight indicators is done such that said ~~encrypted user weight indicators~~ non-alphanumeric pictorial symbols for each of said user weight ranges corresponds to a sub-range of that particular user weight range, and

further wherein said step of assigning said assessed user weight and identifying the corresponding one of said ~~encrypted user weight indicators~~ non-alphanumeric pictorial symbols further comprises the step of:

if none of said encrypted user weight indicators corresponds to said assessed user weight, providing a query to the user to aid in selecting an appropriate one of said ~~encrypted user weight indicators~~ non-alphanumeric pictorial symbols.

19. (Currently Amended): The method of claim 18, wherein said step of assessing the weight of the user further comprises the step of:

providing a known weight of the user; and

further wherein said step of assigning said assessed user weight and identifying the corresponding one of said ~~encrypted user weight indicators~~ non-alphanumeric pictorial symbols further comprises the steps of:

providing a reference chart marked with the limits of each of said weight ranges and with said corresponding ~~encrypted user weight indicators~~ non-alphanumeric pictorial symbols for each of said user weight ranges; comparing said known weight of the user to said marked limits to determine within which of said user weight ranges said known weight of the user falls; and using said reference chart to identify the one of said ~~encrypted user weight indicators~~ non-alphanumeric pictorial symbols which corresponds to said determined weight range.

20. (Currently Amended): The method of claim 18, wherein said step of assessing the weight of the user further comprises the step of:

weighing the user on a weighing station; and

further wherein said step of assigning said assessed user weight and identifying the corresponding one of said ~~encrypted user weight indicators~~ non-alphanumeric pictorial symbols further comprises the step of:

displaying on the weighing station the one of said ~~encrypted user weight indicators~~ non-alphanumeric pictorial symbols that corresponds to the one of said user weight ranges which includes the weight of the user.

21. (Currently Amended): A ski selection system comprising:

~~to aid a user in selecting from a plurality of differing~~ a plurality of differing skis  
having differing indicia differently colored labels thereon each having a  
designated color corresponding to one of a plurality of ranges of user weights  
suitable for each of the plurality of skis, the ranges of user weights spanning  
multiple weight measuring units, the system comprising:

a scale including

a mechanism for obtaining ~~[[an]]~~ a reading proportional to the weight of the  
user, ~~the scale not having a public display that indicates the user's weight~~  
~~in common numerical mass or weight terms; and~~

an indicator coupled to the mechanism, ~~the indicator communicating a range~~  
~~to the user based on the reading obtained by the scale, the range being~~  
~~coordinated to the ski indicia, such that the user may select a ski~~  
~~appropriate to the indicated range and bearing differently colored regions~~  
corresponding to the colored labels, the mechanism actuating the indicator  
proportionally to the reading to indicate a selection of one of the colored  
regions corresponding to the weight of the user.

22. (Currently Amended): The ski selection system of claim 21, wherein the indicator  
includes a face and a pointer, the face having ~~a plurality of ranges thereon~~ the colored regions  
secured thereto corresponding to differing ski indicia.

23. (Currently Amended): The ski selection system of claim 22, wherein the indicator face  
includes ~~ranges~~ colored regions corresponding to colored labels for a plurality of series of skis.

24. (Currently Amended): The ski selection system of claim 22, wherein the indicator face  
includes at least one intermediate zone between ~~ranges~~ colored regions.

25-27. (Cancelled):

25315

CUSTOMER NUMBER

- 7 -

ALPN-1-1001ROA-3

BLACK LOWE & GRAHAM<sup>PLC</sup>



701 Fifth Avenue, Suite 4800  
Seattle, Washington 98104  
206.381.3300 • F: 206.381.3301